

ACUITY BRANDS (formerly Lithonia Lighting)

Approver: LJE

Request:

- 1) Request to discount E-Business Suite @ 50%.

A deal of this size is only entitled to 25%. Anything greater than 40% requires HQAPP. Customer is very interested in licensing applications on an ebiz suite basis. Although this discount is aggressive, account team believes it is necessary to keep other application vendors out. Customer believes that since they have been a good customer throughout the years, that they deserve much greater than the standard ebiz discount. The Net L on this deal will be roughly \$4.6M

Please note account team requested a 65% discount on ebiz suite but AVP & OPIINFO pushed back in light of the fact that Alcoa was approved to license ebiz suite @ 50%.

- 2) two year price hold on additional users of suite & add-ons @ 50%

- 3) Price support @ 20% of Net L

Please note that the current NET L for this transaction is over 5M net L. It is possible that the size of deal will shrink below 5M due to net to net migrations, & a potential lessening of users. If it shrinks below \$5M we request to license support @ 22% & provide a 3 year flatline 2 year cap

FYI The account team requested that the support be priced @ 20% for this transaction even if it falls to 4.6 in Net L. I informed them that this request would not be approved b/c the "fair value" of support on a deal of that size is 22%. They also wanted to explore whether or not they had the ability to je the delta from \$4.6M & 5M (from L to S). I stated that HQAPP would not approve a je of this nature. (je required for life of software) If the deal falls below 5M, if approved the 3 year flatline (@22%) & two year cap @22% will provide tangible relief while preserving the "fair value" of support.

Deal Summary:

| Deal Summary | |
|-----------------------|---|
| Product Mix: | Applications ebiz suite & Technology |
| License Discount | 50% worst case on ebusiness suite & 65 on tech |
| Support Discount | 50% 65% on tech worst case |
| Support Options/Holds | 20% of Net L if over 5M, if not 5M, 22% & 3 year flatline 2 year cap |
| Price Holds | Two Year hold on ebusiness suite (& add-ons) @ 50% worst Price hold on same tech program @ 65% |
| List License | \$13,562,000 |
| List Support | \$3,124,440 |
| Net License | \$5,011,550 |
| Net Support | \$1,002,310 |
| Net Price | \$5,669,221 |
| Price List Used | April 2002 |

Last revised 4/6/00

Page 1

CONFIDENTIAL



ORCL-EDOC-00227206

Justification

Acuity Brands (Formerly Lithonia Lighting) is a \$1.25 B manufacturer of Lighting products They are the very first Ili customer that is running their business on Linux & Dell with 9i RAC and are concluding an assessment of rolling out the company on Oracle Ili across the corporation. They are in a postion and currently believe that the ebusiness suite is the right move. Our strategy is to offer the suite with additional onsite support services to insure that they have the ability to implement more quickly at a lower cost.

Recommendation: Approve based on the push back (yes, pushback in OPI).

Submitted By: Sebastian Gunningham 305-260-7201 Lisa Pope 714-444-8474

R: 5/15/02

C: 5/15/02

L: 5/15/02

A: 5/15/02

BP: BL